

File 15:ABI/Inform(R) 1971-2000/Jul 29
(c) 2000 Bell & Howell
File 275:Gale Group Computer DB(TM) 1983-2000/Jul 31
(c) 2000 The Gale Group
File 16:Gale Group PROMT(R) 1990-2000/Jul 31
(c) 2000 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2000/Jul 31
(c)2000 The Gale Group

Set	Items	Description
S1	75304	POINT(2W)SALE(W) (TERMINAL? ? OR SYSTEM?) OR POS OR P()O()S OR CASH()REGISTER? OR ECR
S2	27951	POINT(2W)PURCHASE? OR P()O()P
S3	86610	POINT(2W)SALE?
S4	151475	S1 OR S2 OR S3
S5	19378	(COMPLEMENTA? OR SUPPLEMENTA?)(2N)(PRODUCT? OR OFFER?)
S6	27	S5 (10N) S4
S7	2890	UPSELL OR UP()SELL
S8	12	S7 (10N) S4
S9	8941	CROSS()SELL
S10	21	S9 (10N) S4
S11	2133	COUPON? (10N) S4
S12	22	S11 AND S11/TI
S13	12	(CUSTOMIZ?(2N)COUPON?) (10N) S4
S14	6	(ACTIVIT?(2N)RATE?) (10N) S4
S15	1	(OFFER? ?(2N) SCHEDULE?) (10N) S4
S16	0	(OVERRIDE(2N)SIGNAL?) (10N) S4
S17	12	(TIME(2N)DEPEND?) (10N) S4
S18	9	RD (unique items)
S19	20	RD S6 (unique items)
S20	31	S8 OR S10
S21	19	RD (unique items)
S22	17	RD S12 (unique items)
S23	10	S13 NOT S12

?t s14/3,k/1-6

14/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01332177 99-81573

A high-achieving stepchild

Mitchell, Richard

Credit Card Management v9n8 PP: 14-18 Nov 1996

ISSN: 0896-9329 JRNL CODE: CCM

WORD COUNT: 1297

...TEXT: of 5.1 million, a 58% increase from a year earlier. "We still have an enormous way to go in terms of consumer awareness of **POS**, increasing the number of merchant locations and the **rate** of **activity** among users," Lynch says.

Whats Propelling **POS** Activity

POS activity is being propelled by increased efforts by banks, independent sales organizations, and processors to sign retailers to accept automated teller machine cards, and strong...

14/3,K/2 (Item 2 from file: 15)
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00950011 95-99403

Turning paper checks into plastic

Morrall, Katherine

Bank Marketing v26n12 PP: 12-20 Dec 1994

ISSN: 0888-3149 JRNL CODE: BNM

WORD COUNT: 3194

...TEXT: it was finished over 40 percent of the deposit base had a check card. So far, the program has exceeded expectations, says Sullivan. "Our activation **rate** for **POS activity** is 50 percent," she says. "That's well over projected averages of 35 percent for a new program."

Likewise other banks who have opted to...

14/3,K/3 (Item 1 from file: 16)
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04654265 Supplier Number: 46846995 (USE FORMAT 7 FOR FULLTEXT)

A High-Achieving Stepchild

Credit Card Management, p14

Nov, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1256

... of 5.1 million, a 58% increase from a year earlier. 'We still have an enormous way to go in terms of consumer awareness of **POS**, increasing the number of merchant locations and the **rate** of **activity** among users,' Lynch says.

POS activity is being propelled by increased efforts by banks, independent sales organizations, and processors to sign retailers to accept automated teller machine cards, and strong...

14/3,K/4 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04534886 Supplier Number: 46663562 (USE FORMAT 7 FOR FULLTEXT)

Explore Network Leads The Fast-Paced POS Race

Debit Card News, v2, n5, pN/A

August 30, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1038

... of 5.18 million, a 58% increase from a year earlier. "We still have an enormous way to go in terms of consumer awareness of **POS**, the number of merchant locations and the **rate of activity** among users."

Indeed, even though tens of thousands of additional retail locations began accepting on-line cards for payment in the last year, hundreds of...

14/3,K/5 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04095248 Supplier Number: 45967986 (USE FORMAT 7 FOR FULLTEXT)

Debit Point Of Sale Finally Expands Its Demographic Cardholder Reach

Debit Card News, v1, n11, pN/A

Nov 30, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1038

... 43 years old, up from 41 in 1991, with an average household income of \$56,000.

While more persons of all ages are becoming debit **point -of-sale** users, cardholder **activity rate** also is on the increase. PSI found that 45% of **POS** debit users are initiating five or more transactions a month, compared to 29% in 1991. In addition, 36% of users are initiating two to four...

14/3,K/6 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07607081 SUPPLIER NUMBER: 16528918 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Turning paper checks into plastic. (debit cards) (Cover Story)

Morall, Katherine

Bank Marketing, v26, n12, p12(9)

Dec, 1994

DOCUMENT TYPE: Cover Story ISSN: 0888-3149 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3333 LINE COUNT: 00255

... it was finished over 40 percent of the deposit base had a check card. So far, the program has exceeded expectations, says Sullivan. "Our

activation **rate** for **POS activity** is 50 percent," she says. "That's well over projected averages of 35 percent for a new program."
Likewise other banks who have opted to...

15/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02956129 Supplier Number: 44001165 (USE FORMAT 7 FOR FULLTEXT)

A Flurry of New 800 Features

Telemedia News & Views, v1, n4, pN/A

August, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 2367

... routing instructions using a touch-tone telephone. Such changes become operational within minutes and allow calls to be routed to other business locations. Other new **ECR** features include:

--Call routing **schedules** that **offer** flexible ways to route calls within an existing **ECR** application (for example, to route calls based on time of day or point of origin).

--"Random-like" call routing for customers who want to relieve...

?

?t /3,k/1-9

18/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01670318 03-21308

When the millennium bug bites everyone feels the itch
Kipnis, Barry
National Real Estate Investor v40n7 PP: 62-69+ Jul 1998
ISSN: 0027-9994 JRNL CODE: NRE
WORD COUNT: 3548

...TEXT: potential problems are related to computers (used by 78% of the small firms surveyed) and 34% are at risk of failure for such equipment as **cash registers**, telephones and elevators that use **time-dependent** microchips. Nearly 11% face potential litigation from having sold, leased or installed noncompliant equipment.

According to an article by Mark J. Stuhlmiller posted on the...

18/3,K/2 (Item 2 from file: 15)
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00697394 93-46615

Marketers total ECR costs, benefits
Abcede, Angel
NPN: National Petroleum News v85n3 PP: 43-46 Mar 1993
ISSN: 0149-5267 JRNL CODE: NPN
WORD COUNT: 2146

...TEXT: get two to three years' use out of them.

"We have looked at, thought about and considered high-end ECRs!, but at this point in **time**, **dependability** is a question, as is price. And when the **ECR** ! dies, you're dead in the water," he says.

Still, there are other jobbers who are interested in scanning; they just haven't found a...

18/3,K/3 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01319901 SUPPLIER NUMBER: 07983630 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Catalog showroom profits from its integrated system.
Industrial Engineering, v21, n12, p48(1)
Dec, 1989
ISSN: 0019-8234 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2721 LINE COUNT: 00225

... for the earlier success, says McGuinnis, was due to the choice of FlexOS, an operating system from Digital Research. Running on IBM's 4680 retail **point-of-sale system**. FlexOS consistently gives the company **dependable real-time** performance and multitasking capabilities needed to do business.

In just the first four months -- from April to August 1989, -- the

company has been able to...

18/3,K/4 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

06544603 Supplier Number: 55373486 (USE FORMAT 7 FOR FULLTEXT)

Where do you want to know today?

Moore, Bert

Automatic I.D. News, v15, n9, p39

August, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2728

... a targeted, batch recall. Coke was pulled from the shelves everywhere. The incident provides an example of the business benefit of traceability and accurate, real-time information.

Data-dependent transactions

The most obvious data-dependent transaction is at the point of sale (POS). Individual stores may vary the price of an item by a few cents or a few dollars. Linking to the store's database is...

18/3,K/5 (Item 2 from file: 16)
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06095052 Supplier Number: 53643028 (USE FORMAT 7 FOR FULLTEXT)

GET READY NOW FOR Y2K HURRICANE.

Faris, Jack

Tire Business, p8(1)

Jan 4, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 470

... owners are not so fortunate. Most of their risk exposure comes from computers, but a third are at risk from other equipment failures such as cash registers, telephone or elevator systems that use time or date-dependent microchips

Furthermore, trial lawyers across the country are licking their chops at the prospect of Y2K-related lawsuits.

Having owned a small business, I know...

18/3,K/6 (Item 3 from file: 16)
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03469309 Supplier Number: 44844723 (USE FORMAT 7 FOR FULLTEXT)

Multicenter Trial. The Prognostic Value of Flow Cytometry (FCM) in

Node-Positive Breast Cancer Patients

Cancer Researcher Weekly, pN/A

July 18, 1994

Language: English Record Type: Fulltext

Document Type: Newsletter; Academic Professional

Word Count: 331

... 03). Similar results were obtained with relapse free survival as endpoint: ER less than 10 (P=0.002) and an/multi (P=0.006) were **time dependent** prognostic factors whereas the number of **pos** nodes was an independent not time related prognosticator (P=0.0001)."...

18/3,K/7 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12380503 SUPPLIER NUMBER: 63400340 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Employee Benefits Made Simple.
Twadell, Diana
San Diego Business Journal, 21, 24, 31
June 12, 2000
ISSN: 8750-6890 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1288 LINE COUNT: 00102

... medical groups participate.
Referrals to OB/GYNs: This is one of the most frequently-asked questions agents get. As previously mentioned, employees on PPO and **POS** plans can go to any physician at any **time**. Employees and **dependents** on HMO plans can, by law, go directly to an OB/GYN physician in their PCP's medical group without a referral. There is no...

18/3,K/8 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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10262343 SUPPLIER NUMBER: 20802545 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Small Businesses Susceptible To Year 2000 Problems. (Industry Trend or Event)
Merrill, Kevin
Computer Reseller News, n794, p79(1)
June 15, 1998
ISSN: 0893-8377 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 278 LINE COUNT: 00025

... Most of the exposure comes from computers, found in 78 percent of small firms. One-third of the problems are in other equipment, such as **cash registers**, telephones and elevator systems that use **time - dependent** chips. About 11 percent face potential liability from having sold, leased or installed equipment.

In response, the U.S. Small Business Administration launched a national...

18/3,K/9 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04833855 SUPPLIER NUMBER: 08960166 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The electronic edge: in a marketplace characterized by slim margins and a shrinking labor pool, electronic equipment can offer retailers a substantial competitive edge. (Advertising Supplement)
Grudzinski, Gregory L.
Progressive Grocer, v69, n11, p71(4)
Oct, 1990
ISSN: 0033-0787 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1981 LINE COUNT: 00160

... firm. "We offer them to retailers at 25% to 70% less than what they would pay for new cartridges, " he adds.

Savings can be substantial. **Cash registers** typically use three ribbons at one **time** . **Depending** an store size and volume, an operation con go through 12 to 50 ribbons a month. By buying refurbished cartridges at a fraction of the...

?

?t /3,k/1-20

19/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06076010 Supplier Number: 53565592 (USE FORMAT 7 FOR FULLTEXT)
IFS International Announced Continued Revenue and Profit Trend for Second Quarter Fiscal 1999.
PR Newswire, p3635
Jan 14, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 499

... the EFT industry. Its family of software products, marketed under the name TPII, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorization. The NCI International, Inc. subsidiary adds **complementary products** including NCI Business Center, an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet transactions. IFS also provides turnkey...

19/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05961225 Supplier Number: 53234480 (USE FORMAT 7 FOR FULLTEXT)
IFS International to Take Part in BAI's Retail Delivery '98 Conference.
PR Newswire, p5953
Nov 18, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 379

... the EFT industry. Its family of software products, marketed under the name TPII, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorisation. NCI International, Inc. adds **complementary products** including NCI Business Centre(TM), an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet transactions. IFS also provides...

19/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05914929 Supplier Number: 53142535 (USE FORMAT 7 FOR FULLTEXT)
IFS International Announces Major TPII Expansion at Kredyt Bank PBI in Poland.
PR Newswire, p1507
Oct 28, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 504

... the EFT industry. Its family of software products, marketed under the name TPII, serves as a manager of EFT systems for automated teller

machines (ATM), **point -of-sale (POS)** and voice authorisation. The NCI International, Inc. subsidiary adds **complementary products** to the IFS family of products, TPII, including NCI Business Centre(TM), an enterprise-wide retail banking solution designed to automate all traditional as well...

19/3,K/4 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05799271 Supplier Number: 50290635 (USE FORMAT 7 FOR FULLTEXT)
IFS International Provides Payment Card System for Gazprombank, Russian Federation
PR Newswire, p0908LATU075
Sept 8, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 887

... the EFT industry. Its family of software products, marketed under the name TPII, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorisation. IFS' subsidiary, NCI International, Inc. adds **complementary products** to IFS' family of products, TPII, such as NCI Business Centre(TM), an enterprise-wide retail banking solution designed to automate all traditional, as well...

19/3,K/5 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05746251 Supplier Number: 50229232 (USE FORMAT 7 FOR FULLTEXT)
IFS Completing Y2K Certification
PR Newswire, p0806LATH077
August 6, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 600

... the EFT industry. Its family of software products, marketed under the name TPII, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorization. The NCI International, Inc. subsidiary adds **complementary products** to the IFS family, including NCI Business Center, an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet transactions...

19/3,K/6 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05712432 Supplier Number: 50173440 (USE FORMAT 7 FOR FULLTEXT)
National City Selects IFS Subsidiary NCI to Upgrade Teller Automation for 1,300 Branches
PR Newswire, p716LATH053

July 16, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Newswire; Trade

Word Count: 596

... the EFT industry. Its family of software products, marketed under the name TP11, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorization. The NCI International, Inc. subsidiary adds **complementary products** to the IFS family, including NCI Business Center(TM), an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet...

19/3,K/7 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05705759 Supplier Number: 50161528 (USE FORMAT 7 FOR FULLTEXT)

IFS International Begins ISO 9000 Certification Process

PR Newswire, p713LAM015

July 13, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Newswire; Trade

Word Count: 502

... the EFT industry. Its family of software products, marketed under the name TP11, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorization. The NCI International, Inc. subsidiary adds **complementary products** to the IFS family, including NCI Business Center, an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet transactions...

19/3,K/8 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04557571 Supplier Number: 46698476 (USE FORMAT 7 FOR FULLTEXT)

HSI receives 5.4 percent Medicare premium increase for 1997.

Business Wire, p9100222

Sept 10, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 398

... large group clients. ``There are approximately 250,000 retirees who receive supplemental coverage from their former companies,`` Dr. Hasan noted. ``We are convinced that our **POS** is an excellent, cost-effective alternative to traditional **supplemental insurance products**.``

The Health Net Medicare **POS** product combines traditional Medicare risk contracts with an option for the member to see any provider. The Medicare POS product will carry a modest additional...

19/3,K/9 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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03781989 Supplier Number: 45381795 (USE FORMAT 7 FOR FULLTEXT)

HP set for Lea & Perrins data capture initiative

Precision Marketing, p2

March 6, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 279

... data capture activities are part of a (pound)2.5 million integrated campaign involving the re-release of its "instant marinade" Young & Rebicam TV ad, **point** -of-sale and on-pack material, and in-store, money-off **offers** on **complementary** ingredients.

By Polly Hayes

19/3,K/10 (Item 10 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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03697323 Supplier Number: 45233543 (USE FORMAT 7 FOR FULLTEXT)

INTERLINK: A KEY PART OF VISA'S INTEGRATED DEPOSIT STRATEGY

Credit Card Management, v0, n0, pS-2

Jan, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 202

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

A key component of Visa's integrated deposit access strategy is Interlink: the world's highest volume, single-message PIN-based international **point** -of -sale program. A **complementary** product to Visa check card, Interlink provides issuers with a deposit access alternative to segment their customers who may not be eligible for or want a...

19/3,K/11 (Item 11 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

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01478599 Supplier Number: 41789500 (USE FORMAT 7 FOR FULLTEXT)

DATATEC DEVELOPS UNIVERSAL SCANNER INTERFACES FOR SIEMENS NIXDORF

News Release, p1

Jan 11, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 598

... and power wiring networks supporting single and multi-site retail computer systems. Typical Datatec services include strategic project planning; turnkey site preparation; hardware installations; training; **complementary** , proprietary **products** which enhance **POS** system operations; and a new catalog operation which brings more than 200 POS support products and installation materials direct to the retailer. Established in 1976...

19/3,K/12 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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10483958 SUPPLIER NUMBER: 21166898 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**IFS International Announces Record Revenue and Profit for First Quarter
Fiscal 1999**

PR Newswire, p914LAM095

Sept 14, 1998

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 473 LINE COUNT: 00052

... EFT industry. It's family of software products, marketed under the name TPPII, serves as a manager of EFT systems for automated teller machines (ATM), **point -of-sale (POS)** and voice authorization. The NCI International, Inc. subsidiary adds **complementary products** including NCI Business Centre(TM), an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet transactions. IFS also provides...

19/3,K/13 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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10460092 SUPPLIER NUMBER: 21129613 (USE FORMAT 7 OR 9 FOR FULL TEXT)

IFS International Continues Growth and Announces Organizational Changes

PR Newswire, p916LAW090

Sept 16, 1998

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 906 LINE COUNT: 00079

... EFT industry. It's family of software products, marketed under the name TPPII, serves as a manager of EFT systems for automated teller machine (ATM), **point -of-sale (POS)** and voice authorization technologies. NCI International, Inc. adds **complementary products** including NCI Business Centre(TM), an enterprise-wide retail banking solution designed to automate all traditional as well as Internet/Intranet transactions. IFS also provides...

19/3,K/14 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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09341194 SUPPLIER NUMBER: 19193211 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The case for coupons. (retail coupons)

Hall, Jill

Food & Beverage Marketing, v15, n12, p23(1)

Dec, 1996

ISSN: 0731-3799 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 861 LINE COUNT: 00083

... the shelf and receive custom-printed coupons at checkout. Computer software tracks purchase behavior by category, and immediately generates a coupon for a competing or **complementary product**. Unlike mass-distributed coupons, these **POS** systems are precise, waste-free, and impact users only.

Looming on the horizon are any number of Internet-based and broadcast-linked products. These include...

19/3,K/15 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07930641 SUPPLIER NUMBER: 17065776 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**INTRODUCING CENERGY: BEST OF BREED DESKTOP ASSET MANAGEMENT SUITE FROM
TALLY SYSTEMS; Package to include OnDemand Software's World Renown
WinINSTALL Software.**

Business Wire, p6191016

June 19, 1995

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 640 LINE COUNT: 00059

... CentaMeter and WinINSTALL. Our customers will not have to sacrifice quality for the benefits of a suite," explains Ted Jastrzembski, president of Tally Systems.

Cenergy **offers** organizations **complementary** asset management tools with one **point** of **purchase**, one point of technical support, and one point of access on the desktop. Initial links between the inventory, metering and software distribution functions include:

o...

19/3,K/16 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07797466 SUPPLIER NUMBER: 16786826 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Merit Technologies -- financial update.

Business Wire, p04070151

April 7, 1995

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 328 LINE COUNT: 00026

... resurrected on some basis in the future to continue to serve its customers."

Merit designs, manufactures and markets a complete line of on-line computer **point -of-sale** workstations and terminals and other **complementary products** to the retail industry.

Merit's shares are traded on the Vancouver Stock exchange under the symbol MTE. The company's shares are traded in...

19/3,K/17 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

07747144 SUPPLIER NUMBER: 16651593 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Motts Holdings makes announcement.

Business Wire, p03131374

March 13, 1995

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 448 LINE COUNT: 00036

... have a material adverse affect upon Motts financial position and results of operations.

Merit designs, manufactures and markets a complete line of on-line computer **point -of-sale** workstations and terminals and other

complementary products to the retail industry.

Merit's shares are traded on the Vancouver Stock Exchange under the symbol MTE. The Company's shares are traded in...

19/3,K/18 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

07699404 SUPPLIER NUMBER: 16429795 (USE FORMAT 7 OR 9 FOR FULL TEXT)
RightCHOICE senior HMO approved in St. Louis market; product answers demand for Medicare risk benefits.

Business Wire, p02060177

Feb 6, 1995

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 446 LINE COUNT: 00038

... care benefits, covering more than 800,000 members.

Product offerings cover the range of managed care programs, including preferred provider organization (PPO), point of service (POS) and health maintenance organization (HMO). RightChoice also **offers** Medicare **supplemental** plans, managed indemnity health and other specialty coverage, as well as administrative services for self-funded plans.

CONTACT: RightCHOICE Managed Care Inc., St. Louis
Sandra...

19/3,K/19 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

04568335 SUPPLIER NUMBER: 08925011 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Tobacco merchandisers cited for creative P-O-P solution.

(point-of-purchase) (Marketing Report)

U.S. Distribution Journal, v217, n4, p88(1)

April 15, 1990

ISSN: 0897-1315 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 423 LINE COUNT: 00035

... Convenience Store Merchandiser took the 1989 Gold Outstanding Merchandising Achievement Award. Designed by Thomas A. Schutz Co., Morton Grove, IL, to display product at the **cash register**, the merchandiser stocks **supplementary product**. A heavy emphasis on brand identification strongly encourages purchase of carded promotional items.

PHOTO : Philip Morris USA and Henschel-Steinau Inc., Englewood Cliffs, NJ, received...

19/3,K/20 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

02492603 SUPPLIER NUMBER: 03881107 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Suppliers connecting to A-V hook-up market with enhanced product lines.

Prince, Suzan

Consumer Electronics, v13, p88(2)

Aug, 1985

ISSN: 0362-4722 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1511 LINE COUNT: 00123

... include a place for take-one brochures.

Accessories makers such as Jasco, Allsop, Recoton, Gemini, Pfanstiehl and Memtek/Memorex are offering popularly priced, effectively packaged **products** with **complementary point -of-sales** materials and are stressing "applications marketing." Jasco's latest HE campaign merchandises the complete audio/video accessories line according to consumer applications. "Instead of individually...

?t /3,k/1-19

21/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

02022836 53592897

Dollars in the datastream

Krummert, Bob

Restaurant Hospitality v84n5 PP: 137-140 May 2000

ISSN: 0147-9989 JRNL CODE: RHP

WORD COUNT: 1137

...TEXT: of selling in the quickservice part of the market.

How? Cain described the process as, in part, a system in which a QSR unit's **POS** system is programmed to prompt counter attendants to **upsell** additional items after the customer places his order and tenders payment. So, if your order comes to \$3.07 and you hand over \$4.00...

21/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01855726 05-06718

Ex-NRA prexy Cain tapped to lead new 'up-selling' software company

Allen, Robin Lee

Nation's Restaurant News v33n27 PP: 1, 70 Jul 5, 1999

ISSN: 0028-0518 JRNL CODE: NRN

WORD COUNT: 625

...TEXT: a few cents more. The software will be adaptable to the quickserve, casual-dining and full-service segments and compatible with state-of-the-art **point -of sale systems**, Cain said.

"The idea is that a computer can **up -sell** faster and more effectively than a person can," explained Cain, citing studies which have shown that such purchases are made a significant percentage of the...

21/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01600003 02-50992

Survival strategies for small acquirers

Demery, Paul

Credit Card Management v10n12 PP: 54-58 Mar 1998

ISSN: 0896-9329 JRNL CODE: CCM

WORD COUNT: 1563

...ABSTRACT: merchants usually need both telephone and POS terminal service before they can open for business. ANB's agreement with Ameritech allows the telephone company to **cross -sell** telecommunications services along with **POS** terminals to thousands of its business customers. In New England, a new army of merchant-acquiring sales executives from Savings Bank of Manchester are fanning...

...TEXT: Credit Card Division.

ANB's agreement with Ameritech allows the telephone company, which operates in the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin, to **cross - sell** telecommunications services along with **POS** terminals to thousands of its business customers. This effort plays into ANB's hands by tying its services to the Baby Bell's brand. Although...

21/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01335018 99-84414

Foodservice technology: The future is now
Anonymous

Nation's Restaurant News v30n41 PP: 04-05+ Oct 21, 1996
ISSN: 0028-0518 JRNL CODE: NRN
WORD COUNT: 1951

...TEXT: recently.

Among other technological advances that have helped usher in this evolution/revolution and improve server-guest relationships are: table side buttons to summon servers; **POS** systems that remind servers to **upsell** the menu; handheld terminals capable of listing as many as 80 to 100 items; a paging system to signal when the kitchen completes an order...

21/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01195108 98-44503

High-tech gizmos alter service equation
Anonymous

Nation's Restaurant News v30n13 PP: 54 Apr 1, 1996
ISSN: 0028-0518 JRNL CODE: NRN
WORD COUNT: 536

...TEXT: turns.

Among the innovations ushering in dramatic changes in traditional server-guest relationships are debit-at-the table technology, table side buttons to summon waiters, **POS** terminals that remind servers to **up - sell**, hand-held terminals encoded with as many as 80 preset menu items, beepers to let guests know when tables are available and table-management software...

21/3,K/6 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

07497915 Supplier Number: 62978984 (USE FORMAT 7 FOR FULLTEXT)
ShopTok Introduces TokSupport Instant Communication; Instant messaging application enables online businesses to convert customer support inquiries into sales opportunities.

Business Wire, p2244

June 27, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 602

... build brand loyalty, and reduce internal operation costs for online businesses:

Drives Sales

-- One-to-one communication enables sales representatives access to customers at the **point -of-sale**
-- Push-page technology guides customers to products of interest, facilitating **cross -sell** and up-sell opportunities
-- Connects customers directly to the buy button

Builds Loyalty

-- Instant messaging provides online customers with real time access to sales support...

21/3,K/7 (Item 2 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

07068758 Supplier Number: 59589994 (USE FORMAT 7 FOR FULLTEXT)
Food Lion Selects Concord EFS For Swipe-to-Settlement Payment Processing.
Business Wire, p0044
Feb 24, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 625

... announcement demonstrates Concord's continuing commitment to the strategy put in motion when it merged with Electronic Payment Services, Inc. (EPS) in February, 1999, to **cross -sell** its back-end settlement processing to EPS' front-end **POS** processing clients. The expansion of the Food Lion contract brings the total number of cross-sold locations since the Concord/EPS merger to 16,300...

21/3,K/8 (Item 3 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

06939464 Supplier Number: 58610082 (USE FORMAT 7 FOR FULLTEXT)
Blue Martini and Cornerstone Retail Solutions Announce First Clicks-and-Mortar Integrated Commerce Solution.
Business Wire, p1053
Jan 17, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 768

... center.

Finally, Blue Martini's data mining facilities analyze this same transaction data to generate rules for cross- and up-selling. Sales associates use these **cross -sell** and **up -sell** suggestions through the Cornerstone **POS** to raise shopping basket values in the store, just as Blue Martini Customer Interaction System uses them to raise basket values on the Web.

About...

21/3,K/9 (Item 4 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

(c) 2000 The Gale Group. All rts. reserv.

06881151 Supplier Number: 57756489 (USE FORMAT 7 FOR FULLTEXT)
Job Completed, ATM Network Executive Moves On. (Richard Garman)
Stock, Helen
American Banker, v164, n189, p13
Oct 1, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 521

... sale processing service.

Together, Concord and EPS are considered a major nonbank force in electronic payment processing. The merger was billed as an opportunity to **cross -sell** services among **point** of **sale** clients and to save operating costs.

In August, Concord announced that those plans are on track: More than 9,000 gas stations and supermarkets that...

21/3,K/10 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06091826 Supplier Number: 53630387 (USE FORMAT 7 FOR FULLTEXT)
Watsco Announces Two Acquisitions Adding \$61 Million Of Annual Revenues.
PR Newswire, p0423
Jan 25, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 757

... complete menu of products available at each location also provides contractors the utmost in convenience and service and offers more effective sales execution at the **point -of-sale**. Each of the companies will also have the opportunity to **cross -sell** the other's products in order to further accelerate growth in the market."

Albert H. Nahmad, Watsco's President and Chief Executive Officer stated, "With...

21/3,K/11 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05243945 Supplier Number: 47994297 (USE FORMAT 7 FOR FULLTEXT)
New contractor thinking, old common sense
Richgels, Chris
Air Conditioning, Heating & Refrigeration News, p36
Sept 22, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1307

... on most parts, even if the part is covered under a manufacturer's warranty.

It provides another 'thing' to sell. When you're at the **point** of **sale**, doesn't it make sense to **up -sell** the consumer?

Pleated filters, humidifiers, register upgrades, zoning, etc. - some of your best profit comes with these add-ons. Why not make 40% to 50...

21/3,K/12 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

04969444 Supplier Number: 47301298 (USE FORMAT 7 FOR FULLTEXT)
**New 'Koolcat' Electronic Catalog/Shopping Cart Application Now Available
For Immediate Download; Full Source Code, Revolutionary Licensing Model**
PR Newswire, p0415LATU030
April 15, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 632

... indexing
* Order logging and reporting
* E-mail confirmation & notification for orders
* Catalog-wide search capability
* Password-protected, browser based administration module
* Product code reporting & lookup
* **Point -of-sale upsell** system
* Configurable shopping basket expiration
* Support for multiple domains
* Secure file system interface
* Easy to change and modify source code
* Seamless plug-in system
* Online...

21/3,K/13 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

03443484 Supplier Number: 44800561 (USE FORMAT 7 FOR FULLTEXT)
Merchandising Programs Add 'Spirits' to Wine Sales
Promo, v0, n0, p83
July, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 356

... and \$5 mail-in discounts on Harry and David Gourmet gift baskets.
In a separate merchandising program, Heublein has wrapped its
'Holiday '94' campaign around **point -of-sale** materials that **cross -
sell** Heublein's Blossom Hill wine with Poinsettias, gift baskets, firelogs
and other items associated with the holiday season. The brand will support
the program, which...

21/3,K/14 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

01494694 Supplier Number: 41812434 (USE FORMAT 7 FOR FULLTEXT)
BOOSTING POS PROFITABILITY: 10 TIPS BANKERS CAN BORROW FROM RETAILERS
Financial Services Report, v8, n2, p5
Jan 23, 1991
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade

Word Count: 1255

... someone comes in and opens a savings account, what's wrong with saying to them, Where do you have your checking account?'" One way to **cross -sell** EFT is to tell customers about local and national **POS** options when they get an automated teller machine (ATM) card.

6. Show your partners how important they are.
It has long been realized that there...

21/3,K/15 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10076656 SUPPLIER NUMBER: 20411321 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**REPORTER'S NOTEBOOK: Conference a Milestone For Merchant-Acquiring
Middlemen's Trade Group.**
KEENAN, CHARLES
American Banker, v163, n54, p12(1)
March 20, 1998
ISSN: 0002-7561 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 933 LINE COUNT: 00077

... strictly that of a third-party processor, Ms. Embry rattled off a list of services it provides, ranging from training customer banks to helping banks **cross -sell** services. Ms. Embry also said VisaNet **POS** -partner, a merchant software product, has been an integral part of the company's strategy for taking market share from First Data and others.

** * ** * * * *

Fred...

21/3,K/16 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09929207 SUPPLIER NUMBER: 20057306 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Collections: call in your 'A' team.
Johnson, A. Rex
Credit Union Executive, v37, n5, p22(4)
Sep-Oct, 1997
ISSN: 0011-1058 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2431 LINE COUNT: 00205

... of good lending opportunities.
Operation Resolve
Resolve Lending Unit (RLU)
(Initially, two employees)
Using telemarketing:
* Converts large, unsecured loans to secured loans
* Follows up on **point -of-purchase** loans to check on the dealer's service quality and **cross -sell** products
* Follows up on credit card approvals to congratulate the member and cross-sell other products
Rewards
RLU employees earn 0.25% of all balances...

21/3,K/17 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2000 The Gale Group. All rts. reserv.

09830210 SUPPLIER NUMBER: 17761986 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Inventory anxiety. (inventory of custom houses) (includes related articles)
Donohue, Gerry
Builder, v18, n10, p138(4)
Sep, 1995
ISSN: 0744-1193 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2537 LINE COUNT: 00194

... list our homes by geographic area in display ads in the newspaper, giving their price and when they'll be completed," says Scott. "We have **point -of-purchase** displays promoting them. We also allow our salespeople to **cross -sell** inventory homes from community to community."

Work with Realtors. If you're carrying inventory, a Realtor is your best friend Kulli says you should aim...

21/3,K/18 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

08147712 SUPPLIER NUMBER: 17422643 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Q: How will the proliferation of remote banking services affect bank spending on branch automation. (Branch Automation) (Panel Discussion)
American Banker, v160, n179, p12A(1)
Sep 18, 1995
DOCUMENT TYPE: Panel Discussion ISSN: 0002-7561 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1244 LINE COUNT: 00102

... the applications would be installed and the data would be drawn from the host so the banker can get the customer's name at the **point of sale**, to **cross -sell** and manage that customer effectively.

The conversion or migration of the controller-based branch architecture to the client/server involved much more than bankers initially ...

21/3,K/19 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05195197 SUPPLIER NUMBER: 10406952 (USE FORMAT 7 OR 9 FOR FULL TEXT)
An inside job: successful debit promotion begins at home. (Marketing) (column)
EFT Report, v14, n2, p4(3)
Jan 21, 1991
DOCUMENT TYPE: column ISSN: 0195-7287 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1232 LINE COUNT: 00095

... is on it, but it is not a Visa Debit card."

Also lacking were the CSRs' marketing skills. By asking about the ATM card's **point -of-sale (POS)** applications, we expected CSRs to **cross -sell** us on the national debit card. Not so. Even after we asked if the card could be used at gas stations and other POS locations...

t /3,k/1-17

22/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01378613 00-29600
ECR as efficient coupon redemption
Fensholt, Carol
Supermarket Business v52n2 PP: 50-51 Feb 1997
ISSN: 0196-5700 JRNL CODE: SMB

ECR as efficient coupon redemption

22/3,K/2 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

06209063 Supplier Number: 54169537 (USE FORMAT 7 FOR FULLTEXT)
Coupon connection: a new, disposable coupon method presents brand messages and promotions at the point of sale.
Hardwick, Elizabeth
Food & Beverage Marketing, v18, n2, p21(1)
Feb, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 532

Coupon connection: a new, disposable coupon method presents brand messages and promotions at the point of sale.

22/3,K/3 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04145502 Supplier Number: 46051955 (USE FORMAT 7 FOR FULLTEXT)
Super Kmart Sets POS Coupons
Supermarket News, p13
Jan 8, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 89

Super Kmart Sets POS Coupons
... Centers, said the program is expected 'to add value to our shoppers as well as our vendor partners.'
The system analyzes consumer purchases at the **point -of-sale** and prints customized **coupons** .

22/3,K/4 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02993852 Supplier Number: 44060221 (USE FORMAT 7 FOR FULLTEXT)
Safeway Is Issuing POS Coupons
Supermarket News, p20
August 30, 1993

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 69

(USE FORMAT 7 FOR FULLTEXT)

Safeway Is Issuing POS Coupons

TEXT:

CLACKAMAS, Ore. - Several Safeway stores in Oregon and southwest Washington state began issuing electronic **coupons** at the **point of sale** this month.

22/3,K/5 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

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00956909

Electronic point -of- sale machines that dispense coupons are being installed in about 240 food stores in the Dallas-Ft Worth market.
Supermarket News October 10, 1983 p. 4

Electronic point -of- sale machines that dispense coupons are being installed in about 240 food stores in the Dallas-Ft Worth market.

22/3,K/6 (Item 2 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

00927424

Sure-Mail will test dispensers that can distribute up to 300 different coupons at point-of- sale in about 100 stores in the US early in 1984.

Supermarket News July 18, 1983 p. 7

Sure-Mail will test dispensers that can distribute up to 300 different coupons at point-of- sale in about 100 stores in the US early in 1984.

22/3,K/7 (Item 3 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

00437429

Couponing on back of cash register tapes tests in Canada.
Globe & Mail Report on Business July 18, 1978 p. B11

Couponing on back of cash register tapes tests in Canada.

London, Ont, consumers will be receiving cents-off **coupons** on the backs of their supermarket **cash register** receipts in a new program administered by In Store Marketing (Canada) Ltd (Toronto, Ont), in cooperation with NCR Canada Ltd (Toronto, Ont). Test marketing in...

22/3,K/8 (Item 4 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

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00432708

Ralphs Grocery Co's (Los Angeles, Calif) new computerized system uses electronic cash registers to feed advertising, display, consumer acceptance and coupon data into a computer that also monitors prices and inventory.

New York Times May 29, 1978 p. D1,D5

Ralphs Grocery Co's (Los Angeles, Calif) new computerized system uses electronic cash registers to feed advertising, display, consumer acceptance and coupon data into a computer that also monitors prices and inventory.

22/3,K/9 (Item 5 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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00424299

Cents-off coupons on the backs of supermarket cash register tapes are being distributed by NCR Corp and In Store Marketing Co (New York, NY), in a system where the coupons are printed on the tapes and sent to participating supermarkets on a weekly basis.

Marketing Communications May, 1978 p. 11

Cents-off coupons on the backs of supermarket cash register tapes are being distributed by NCR Corp and In Store Marketing Co (New York, NY), in a system where the coupons are printed on the...

22/3,K/10 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

07846345 SUPPLIER NUMBER: 16903950 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SASI POS and Falley's/Food 4 Less register big increase in coupon use.
Business Wire, p5051189
May 5, 1995
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 367 LINE COUNT: 00040

SASI POS and Falley's/Food 4 Less register big increase in coupon use.
... the 323 billion coupons distributed annually in the United States.
"The Catalina service offers manufacturers a more precise way of targeting customers. Catalina provides programmed **coupon** printers at each SASI **point -of-sale terminal** which read the UPC and instantly trigger the printing of a coupon for the same or competitive products for use in our stores," added Wenke...

22/3,K/11 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06452247 SUPPLIER NUMBER: 13792559 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hughes using electronic coupons. (Hughes Markets Inc.; Catalina Marketing Corp.'s point-of- sale Checkout Coupon system) (Brief Article)
Nannery, Matt
Supermarket News, v43, n18, p21(1)
May 3, 1993
DOCUMENT TYPE: Brief Article ISSN: 0039-5803 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 371 LINE COUNT: 00029

Hughes using electronic coupons. (Hughes Markets Inc.; Catalina Marketing Corp.'s point-of-sale Checkout Coupon system) (Brief Article)

TEXT:

IRWINDALE, Calif. -- Hughes Markets here is rolling out a **point -of-sale electronic couponing** program chainwide. ... independents. He said Hughes is the only independent in the Los Angeles market with the program.

Ackroyd said Hughes had wanted to install an electronic **couponing** system for some time, but incompatible **POS** systems stalled the decision. Hughes recently updated its Datachecker system. That system is produced by Fujitsu ICL Systems, Dallas.

"We didn't have the hardware..."

22/3,K/12 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06405737 SUPPLIER NUMBER: 13525513 (USE FORMAT 7 OR 9 FOR FULL TEXT)
IDG makes distribution deal; point-of- purchase sales for Multimedia World and coupons for Compton's. (Compton's New Media, International Data Group Communications Inc.)

O'Loughlin, Martin
Inside Media, p22(1)
Feb 17, 1993

ISSN: 1046-5316 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 566 LINE COUNT: 00045

IDG makes distribution deal; point-of- purchase sales for Multimedia World and coupons for Compton's. (Compton's New Media, International Data Group Communications Inc.)

TEXT:

Point -of-purchase sales for Multimedia World and coupons for compton's

22/3,K/13 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06396057 SUPPLIER NUMBER: 13126455 (USE FORMAT 7 OR 9 FOR FULL TEXT)
TSS LTD. ANNOUNCES PLAN WITH CALDOR STORES TO DEMONSTRATE ITS POINT-OF-SALE COUPON PROGRAM

PR Newswire, 0310NY020
March 10, 1993

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 230 LINE COUNT: 00018

TSS LTD. ANNOUNCES PLAN WITH CALDOR STORES TO DEMONSTRATE ITS POINT-OF-SALE COUPON PROGRAM

22/3,K/14 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05165901 SUPPLIER NUMBER: 10711100 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Its aim is coupons you'll use. (point-of- purchase coupons of Catalina Marketing Corp.)

Rechtin, Mark

Orange County Business Journal, v14, n7, p1(2)

Feb 18, 1991

ISSN: 1051-7480

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1189

LINE COUNT: 00090

Its aim is coupons you'll use. (point-of- purchase coupons of Catalina Marketing Corp.)

... scheme, and the coupons in her hand were printed as a result of the items she purchased.

Until recently, being able to hand out such **point -of-purchase coupons** , based on the buying habits of individual customers, was still an unattainable marketer's dream. But Anaheim-based Catalina Marketing Corp. has made this dream a reality by developing a patented computer system, linked to a supermarket's scanning equipment. It generates **point -of-purchase coupons** that are triggered by the electronic scanning of symbols printed on every food item that passes by a supermarket cashier.

Catalina's got a good...

22/3,K/15 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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04878707 SUPPLIER NUMBER: 09155274 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Citicorp POS abandons coupon program. (Citicorp POS Information Services)

Bird, Laura

Adweek's Marketing Week, v31, n49, p5(1)

Dec 3, 1990

ISSN: 0892-8274

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 198

LINE COUNT: 00016

Citicorp POS abandons coupon program. (Citicorp POS Information Services)

TEXT:

Citicorp **POS Abandons Coupon** Program

... and use the cards, however, proved to be a tough sell. Some marketers were further daunted by the prospect of huge financial liabilities.

Now Citicorp **POS** will focus on "more efficient" products, such as **Coupon** Bank. That program delivers coupons at checkout, but enrolls consumers through retailers' own check-cashing and debit cards.

22/3,K/16 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03648985 SUPPLIER NUMBER: 06648764 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Interactive POS video yields instant results; Vision System collects data, produces coupons and cash refunds. (supermarket point of sale device)

Chain Store Age Executive with Shopping Center Age, v64, n9, p52(3)

Sept, 1988

ISSN: 0193-1199 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1375 LINE COUNT: 00110

Interactive POS video yields instant results; Vision System collects data, produces coupons and cash refunds. (supermarket point of sale device)

... and CheckRobot.

Promising both increased sales and customer loyalty, the interactive video and computer graphics system can store customer pro data, and deliver either instant **coupons** or cash refunds right at the **point -of-sale**.

According to Debora Collier, director of marketing for Advanced Promotion Technologies, the system is currently undergoing a six- to 12month pilot test that began last...

...then output to the video monitor as a single audio/video message.

So if a shopper pushes a touch-sensitive button in response to a **coupon** offering on the monitor, the computer printer at the **point -of-sale** receives a signal to print out a discount **coupon** on a thermal printer

With Vision, shop ers are profiled based on their actual purchases, and

promotions can be triggered by brands, categories, flavors or...

22/3,K/17 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03426434 SUPPLIER NUMBER: 06356358

Agency scores coupon coup with ad tapes. (RegisterMark Inc. puts coupons on back of cash register tapes)

Calkins, Laurel Brubaker

Houston Business Journal, v17, n29, p1(2)

Jan 4, 1988

ISSN: 0277-4976 LANGUAGE: ENGLISH RECORD TYPE: CITATION

Agency scores coupon coup with ad tapes. (RegisterMark Inc. puts coupons on back of cash register tapes)

?

?t s23/3,k/1-10

23/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01717641 03-68631
I got it cheaper than you
Woolley, Scott
Forbes v162n10 PP: 82-84 Nov 2, 1998
ISSN: 0015-6914 JRNL CODE: FBR
WORD COUNT: 1390

...TEXT: that offers people who enter Village's Web site via Microsoft's site a lower price on Village's add-ons to some Microsoft programs.

Cash registers can now print out **customized coupons** immediately, based on the contents of your grocery cart. For that matter, the entire supermarket coupon industry is just an elaborate price discrimination scheme in...

23/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01216951 98-66346
Marketing Specialists/Publix team takes 5 A Day honors
Anonymous
Frozen Food Age v44n10 PP: 44 May 1996
ISSN: 0016-2191 JRNL CODE: FFA
WORD COUNT: 439

...TEXT: 5 A Day contest.

Several divisions of the brokerage, in both Florida and Georgia, turned in dozens of noteworthy entries, complete with demos, endcaps, extensive **POS**, **coupons**, **customized** Pictsweet pamphlets on health and nutrition, recipe cards, boons and coloring books.

They even had one of their supervisors dress up as a carrot for...

23/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00791297 94-40689
National network to cut the cost of processing grocery coupons
Gaffin, Adam
Network World v10n47 PP: 12 Nov 22, 1993
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 434

...TEXT: appropriate manufacturers, who would then reimburse the supermarkets for the face value of the coupons, Proctor said.

Catalina Marketing already uses this network for a **point -of-sale** coupon system, in which shoppers receive a series of **customized coupons** based on what they have just bought.

At its heart is a top-end IBM minicomputer. It is linked by modems--ranging in speed from...

23/3,K/4 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

06230861 Supplier Number: 54258845 (USE FORMAT 7 FOR FULLTEXT)
High-fat heaven. (includes related articles on Ben & Jerry's Homemade ice cream, Evga ice cream from Greece, International Ice Cream Association's annual summer promotion) (ice cream products)
Clark, Gerry
Dairy Foods, v100, n3, p68(9)
March, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3115

... ice cream ... in the process selling more of their tie-in products.
The 1999 program includes account-specific partner tie-ins, including joint displays and **customized coupon** opportunities, plus recipe and savings booklets, customized **point -of-sale** materials, on-pack value-added opportunities and a merchandising contest for ice cream makers and their partners.
Pepsi will be promoting "the ultimate root beer..."

23/3,K/5 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

03283673 Supplier Number: 44528551 (USE FORMAT 7 FOR FULLTEXT)
Paper coupons losing lure in high-tech store
Advertising Age, v0, n0, pS-14
March 21, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 972

... Technologies are getting the most attention right now - and are penetrating supermarkets faster than other systems.
Catalina, with nearly 8,000 supermarkets participating in its **point -of-sale** consumer-**customized** Checkout **Coupon** system, says participation by major marketers is growing fast.
All major marketers including Procter & Gamble Co., Kellogg Co. and Kraft General Foods have been involved...

23/3,K/6 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

02646077 Supplier Number: 43523477 (USE FORMAT 7 FOR FULLTEXT)
POWER PROMOS: Logitech Inc.
Computer Retail Week, p60
Dec 14, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade

Word Count: 98

... the company's TrackMan and MouseMan Corded pointing devices. Logitech has included in the promotion a self-running interactive demo diskette; floor- and pole-based **point -of-purchase sales** aids; a shelf talker; rebate **coupons** and **customizable** ad slicks. The promotion runs until the end of January.

Phase Three, titled See and Feel the Difference, is scheduled to be implemented in February...

23/3,K/7 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10917290 SUPPLIER NUMBER: 54258845 (USE FORMAT 7 OR 9 FOR FULL TEXT)

High-fat heaven. (includes related articles on Ben & Jerry's Homemade ice cream, Evga ice cream from Greece, International Ice Cream Association's annual summer promotion) (ice cream products)

Clark, Gerry

Dairy Foods, 100, 3, 68(9)

March, 1999

ISSN: 0888-0050

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 3030 LINE COUNT: 00267

... ice cream ... in the process selling more of their tie-in products.

The 1999 program includes account-specific partner tie-ins, including joint displays and **customized coupon** opportunities, plus recipe and savings booklets, customized **point -of-sale** materials, on-pack value-added opportunities and a merchandising contest for ice cream makers and their partners.

Pepsi will be promoting "the ultimate root beer...

23/3,K/8 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10548528 SUPPLIER NUMBER: 53110869 (USE FORMAT 7 OR 9 FOR FULL TEXT)

I got it cheaper than you. (effect technology has on price discrimination).

Woolley, Scott

Forbes, 82(1)

Nov 2, 1998

ISSN: 0015-6914

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1490 LINE COUNT: 00118

... that offers people who enter Village's Web site via Microsoft's site a lower price on Village's add-ons to some Microsoft programs.

Cash registers can now print out **customized coupons** immediately, based on the contents of your grocery cart. For that matter, the entire supermarket coupon industry is just an elaborate price discrimination scheme in...

23/3,K/9 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

08743907 SUPPLIER NUMBER: 18379355 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Marketing Specialists/Publix Team takes 5 A Day honors. (Marketing

Specialists Co.; Publix Super Markets)

Frozen Food Age, v44, n10, p44(1)

May, 1996

ISSN: 0016-2191

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 470

LINE COUNT: 00038

Several divisions of the brokerage, in both Florida and Georgia, turned in dozens of noteworthy entries, complete with demos, endcaps, extensive **POS** , **coupons** , **customized** Pictsweet pamphlets on health and nutrition, recipe cards, balloons and coloring books.

They even had one of their supervisors dress up as a carrot for...

23/3,K/10 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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04081913 SUPPLIER NUMBER: 07859251 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Breakfast summit: anatomy of a tie-in. (Adweek supplement - Promote: Quaker Oats and Nestle Foods Corp.)

Adweek's Marketing Week, v30, n32, pP14(1)

August 7, 1989

ISSN: 0892-8274

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2149

LINE COUNT: 00173

... major event translated into creating a mega-merchandising event. The tactics would include a "Buy One, Get One Free" offer via FSI, onpack instant-redeemable **coupon** , pre-booked **customized** display pallets and impactful **point -of-purchase** materials.

One small problem: To meet the objective, we needed a great deal more money than we had--given our profitability constraints. We could afford...